



NEWS RELEASE

PRESS OFFICE

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Executive Director of Juneau County Economic Development Wins SBA's Region V and Wisconsin 2005 Home-Based Business Champion of the Year Award

Camp Douglas: Terry D. Whipple has won SBA's Region V and Wisconsin 2005 Home-Based Business Champion of the Year award.

Terry began his work in Juneau County as the Economic Development Corporation (JCEDC) Executive Director two years ago at a time when unemployment rates were among the highest in Wisconsin. Terry focused on the economic strategy of growing businesses from within the county. Many home-based businesses have experienced remarkable growth and expansions. These successes have received the attention of the Governor's office.

Terry knows, first hand, what it is like to be a small business owner. Currently, Terry maintains his own private consulting business to connect investors with businesses. He knows how to participate in a network for the benefit of the business owners. It is not uncommon for Terry to arrange a meeting with several service partners to tackle a client request. This team approach shortens the time it takes to get the support system working and maximizes the quality of the response.

The shining example of how Terry is a champion for small businesses is the very successful Inventors and Entrepreneur Club. He founded and continues to nurture this support group that has already helped hundreds of people. He spends many volunteer hours working with the advisory board, recruiting speakers, organizing resources and facilitating club meetings. To this end, the club received the 2004 Top Rural Initiative Award for its innovative practices in rural development from Wisconsin Rural Partners at the Wisconsin Community Leadership Summit.

Terry has also created an interactive web site as the official site for Juneau County to promote businesses and their products; organized seminars and shows to promote and educate regional small businesses in government contracting. He set up a local job center as well as a computer station at JCEDC to assist small business in certifying for HUBzone status and getting listed for government contracting.

He led the effort to bring aerospace manufacturing to the region and facilitated contract work to small business in the region. He also coordinated the acquisition of a 400,000 square foot building for his "City within a Village" business incubator model as well as developing a center for manufacturing excellence. The list goes on.

Terry is truly a champion for small businesses as he sings their praises when they themselves are unsure. He helps to identify strengths and stays with the business owners as they investigate opportunities. The end result is a much higher rate of success than folks without such a champion. It is easy to see why Terry is a “champion” with his approach to understanding the nature of home based business owners and doing “whatever it takes” to help them be successful.

Terry will be honored at the SBA/SCORE Awards Presentation Breakfast on Friday, May 20, 2005 at the Milwaukee Marriott West in Waukesha. For more information on the awards breakfast, please contact Mary Trimmier at (414) 297-1093 or email her at mary.trimmier@sba.gov.

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